

Message Text

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43

ACTION COME-00

INFO OCT-01 EUR-06 ISO-00 EB-05 DRC-01 RSC-01 ARA-10 EA-07

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R 201332Z JUN 74

FM AMEMBASSY LONDON

TO AMEMBASSY BERN

AMEMBASSY PARIS

AMEMBASSY BRASILIA

AMEMBASSY SINGAPORE

AMEMBASSY KUALA LUMPUR

AMCONSUL HONG KONG

AMCONSUL RIO DE JANEIRO

AMCONSUL SAO PAULO

INFO SECSTATE WASHDC 1436

UNCLAS LONDON 07748

E.O. 11652: N/A

TAGS: BEXP, AFIN, BR, FR, HK, MY, SZ, UK

SUBJECT: GLOBAL MARKET RESEARCH - AVIONICS & AVIATION
SUPPORT EQUIPMENT

REF: STATE 111017, 5/28/74

1) REFERENCED MESSAGE AWARDED 7 COUNTRY CONTRACT TO U.K.
FIRM ALAN STRATFORD AND ASSOCIATES. FIRM'S PERSONNEL
WILL VISIT IN NEAR FUTURE EMBASSIES AND CONSULATES IN
THE COUNTRIES TO BE RESEARCHED TO INTRODUCE THEMSELVES
(PCO) AND TO OBTAIN PCO'S VIEWS ON THE LOCAL MARKET
FOR THE SUBJECT MARKET. FIRM WOULD ALSO APPRECIATE
MEETING WITH OTHER EMBASSY PERSONNEL (E.G. AIR ATTACHES,
FAA REPS, ETC.) WHO MIGHT BE ABLE TO SUGGEST DATA
SOURCES AND USEFUL CONTACTS IN EACH COUNTRY.

2) STRATFORD PERSONNEL AND THEIR VISITING SCHEDULES
ARE:

A) A.H. STRATFORD: FRANCE (6/16 TO 6/22) (7/14 TO 7/22)

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SWITZERLAND (6/26 TO 7/6)

B) M.H. BOLUS: FRANCE (7/22 TO 7/29)
C) F.C. SANDERS: BRAZIL (7/3 TO 7/20)
D) H.U. SCERER: SWITZERLAND (6/26 TO 7/6)
E) D.M. LUMB: HONG KONG, MALAYSIA AND SINGAPORE
(6/24 TO 7/19)

3) THE FIRM WILL ALSO WRITE TO EACH POST INDIVIDUALLY.

ANNENBERG

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